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United States Senate

COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP

WASHINGTON, DC 20510-6350

October 16, 2003

Dear Colleague:

I'm writing to share some good news with you. Many entrepreneurial small businesses are profiting and growing in ways that significantly benefit the environment and the economy. These innovative firms, which have been nicknamed the *Green Gazelles*, are achieving dramatic increases in efficiency and resource productivity. Together, they represent a strategy for non-bureaucratic solutions to environmental problems, one that also creates economic growth and new jobs in the process.

For example, IdleAire, a Green Gazelle located in Knoxville, Tennessee, has developed a technology that improves the efficiency of heavy-duty diesel vehicles by eliminating the need to idle their engines at rest stops. By connecting to IdleAire consoles at truck stops, truck drivers can heat and cool their cabs without idling their engines. **According to the company, if all truck drivers took advantage of the IdleAire system, they would save 4.4 billion gallons of diesel fuel annually in the United States, an amount equal to 2.4 percent of imported crude oil and 18 percent of U.S. strategic petroleum reserves. IdleAire expects to create 3,000 new jobs as the company grows. Ninety percent of the company's technology is manufactured in the United States.**

Recently, you received an invitation from the National Small Business Association, the Center for Small Business and the Environment, and the Environmental and Energy Study Institute (EESI) to a briefing on the role of Green Gazelles for reducing oil consumption. I encourage you to attend this briefing to learn more about this important segment of small business. Here are the details:

Wednesday, October 22, 2003

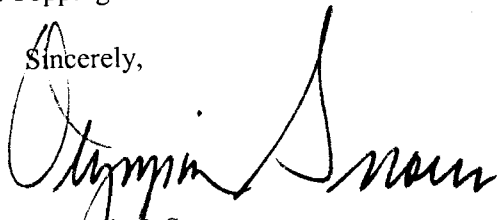
1:00 – 2:30 pm, 2360 Rayburn House Office Building

Briefing Panel:

- **Mark Clevey**, Vice President for Entrepreneurial Development, Small Business Association of Michigan (Lansing, MI)
- **Phil Catron**, President, NaturaLawn of America (Frederick, MD)
- **Michael Crabtree**, President, IdleAire Technologies Inc. (Knoxville, TN)
- **Tim Colonnese**, President, KTM Industries (Lansing, MI)
- **John Kokoszka**, Vice President and Operations Director, EvCo Research (Atlanta, GA)

For more information, please contact Elizabeth Topping at EESI at 202-662-1892.

Sincerely,



Olympia J. Snowe
Chair